

با مهندس سعید مہذب ترابی مدیر عامل شرکت مہندسی قدس نیرو

Across sectors

TOGY talks to Saeed Mohazzab Torabi, managing director of Ghods Niroo Engineering Company, about the company's experience in Iran's energy industry, market potential and important considerations for new investors. Ghods Niroo is the biggest engineering project management organisation in the country, involved in all sectors of the energy industry.



Saeed Mohazzab TORABI
Managing Director
GHODS NIROO
ENGINEERING COMPANY

What do you think is Iran's potential in the global energy industry?

Iran is a vast country. There are two significant investment opportunities here. The first one is energy, and the second is connecting and transferring this energy to both neighbouring and distant countries.

What are the company's current priorities?

Since Iran's main focus is on finding investment in construction and development of power plants, oil and gasfields, trunklines and the petrochemicals sector, our priorities are the same.

In terms of the hydrocarbons industry, we are working to increase the amount of daily production and to connect gas trunklines locally and to neighbouring countries. Our other objective in the industry involves refineries and the petrochemicals sector.

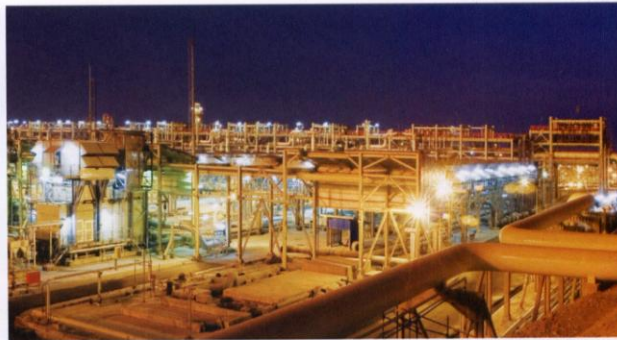
Regarding the power generation sector, the country is aiming for an increase in the production of electricity and its export to foreign markets. This company will play a key role in this objective.

As a local company, we seek co-operation with other companies in these sectors. In line with the Iran Petroleum Contract, we are aiming to attract foreign investors in order to have joint ventures for EPC and financing contracts with international players. We aim to be a gateway for international companies to enter the Iranian market.

What kind of advantages can you offer to foreign investors?

Since the company has had about 40 years of experience in the local market, we are well suited to finding the best projects and opportunities for investors to back. We have good credit, are very well known by government authorities and have our hands in many different types of projects all over the country.

There are three main points for investors to take into account. First, the company



can easily recognise opportunities and can introduce them to investors. Second, through co-operation we can share knowledge of local and international practices. The last consideration is that we can act as an active facilitator for foreign players.

We have experience with projects for more than 40 GW of power generation. This

is huge. Companies who have the same level of experience cannot amount to more than 20 or 30 worldwide.

We have worked on more than 450 power stations in Iran, about 25,000 kilometres of transmission lines ranging from 63-400 kW and distribution networks around the country and outside of Iran. ■

Greenfield investment opportunities under the Iran Petroleum Contract

OILFIELDS	GASFIELDS
South Azadegan	South Pars phase 11
South Pars Oil Layer	Farzad-B and Farzad-A
Changouleh	Balal
Darqain third phase	Kish
Golshan and Ferdowsi oil layers	North Pars
"Jufair, Sepehr, Susangerd, Sohrab, Band-e-Karkheh, Arvand"	Golshan and Ferdowsi
	Khami Fields
	"Aghar, Haleqan, Sefeld-Baghoun, Sefeld-Zakhour, Dey"
	Karun-Bangestan and NGL 1700

*Fields offered as single package

Source: Tehran Summit Investment Opportunities booklet